



Bibliografía Especializada Obtención de Fondos



1. Nonprofit sector: who's who in the management of the leading foundations, universities, museums and other nonprofit organizations. Washington, D.C.: Leadership Directories Inc., Winter 2005.

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060.1
YEL

Published semiannually, it provides detailed contact and biographical information of board members, executive officers and administrators of library systems, museums, charitable service organizations, preparatory schools, and foundations.

2. Associations: who's who at leading U.S. trade and professional associations. Washington, D.C.: Leadership Directories Inc., Winter 2005.

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YEL

The Associations Yellow Book is a directory of major trade and professional associations. Semiannual editions keep you current with association mergers and chief staff executive, staff, and board member changes.

3. Web site source book: a guide to major U.S. businesses, organizations, agencies, institutions and other information resources on the world wide web. 9th ed. Detroit, MI : Omnigraphics, 2004.

R
025.04
WEB

Lists the top U.S. business, organizations, agencies, and institutions, as well as high-profile individuals that maintain a presence on the World Wide Web.

4. Grants for foreign and international programs. New York : The Foundation Center, 2004.

R
060.25
GRA

Covers information on grants to organizations in foreign countries and to U.S. domestic recipients for international activities, international exchange, development and relief, and others issues.

5. Guide to funding for international and foreign programs. 6th ed. New York : Foundation Center, 2003.

R

060.25

GUI

It contains entries for grantmaking foundations and direct corporate giving programs that have shown a substantial interest in international and foreign programs.

6. The Foundation Center's guide to grantseeking on the web. 2003 ed. New York : The Foundation Center, 2003.

R

025.06

FOU

Provides users with a gateway to the numerous online resources available to grantseekers. Includes grantmakers web sites, government sites, a glossary, sample forms and more.

7. The foundation directory 2002 Edition / The Foundation Center. 24th ed. New York : The Foundation Center, 2002.

R

061

FOU

Provides information on the finances, governance, and giving interest of the nation's largest grantmaking foundations.

8. Corporate foundations profiles. The Foundation Center. 12th ed. New York : The Foundation Center, 2002.

R

361.763

COR

This reference volume contains detailed analytical profiles of American main company-sponsored foundations.

9. Lewis, David. The management of non-governmental development organizations: an introduction. New York : Routledge, 2001.

338.90068

LEW

This book explores the emerging field of the management of NGO's working toward poverty reduction in developing countries. Drawing on current research in non-profit management, development administration, and business management, this book develops a composite model of NGO management.

10. Dove, Kent E. **Conducting a successful fundraising program: a comprehensive guide and resource.** San Francisco: Jossey-Bass Inc., 2001.

R

658.15

DOV

Dove identifies the ten prerequisites that predict success in fundraising and then leads the reader step-by-step through every phase of the fundraising process, and provides specific advice on the elements crucial to any program's success.

11. **World guide to foundations.** 2nd ed. K.G. Saur. Munchen, Germany: K.G. Saur, 2001.

R

060

WOR

This guide provides detailed contact information for foundations worldwide. Includes grant restrictions based on geography and subject matter.

12. Kelly, Daniel Q. **Más dinero para su causa: cómo obtener fondos de empresas, individuos, fundaciones y gobiernos.** 1^a ed. México : Panorama Editorial, 2000.

361.76

KEL

Es una renovación completa de la obra “Dinero para su causa” del mismo autor. Este libro está diseñado para los que tienen que conseguir dinero para las organizaciones sin fines de lucro de los países de América Latina.

13. **Yearbook of international organizations 2000-2001.** 37th ed. Brussels, Belgium: Union of International Associations, c2000.

R

060

YEA

Covers information on governmental and non-governmental organizations, provides description, contact information, activities and other related data.

14. Noriega, Maria Elena. **Apoyo financiero. Cómo lograrlo?** / Maria Elena Noriega and Milton Murray. México : Editorial Diana, 1995.

361.76

NOR

Aquí encontrará diferentes fórmulas y técnicas para organizar en forma profesional sus programas de obtención de recursos sin importar la experiencia que tenga usted en este campo.

15. Kelley, Daniel Q. **Dinero para su causa.** Primera edición en español. México : Panorama Editorial, 1994.

361.76

KEL

El autor presenta técnicas ampliamente probadas para solicitar y obtener dinero para causas humanitarias, caritativas, asistenciales y educativas entre otras.

16. **Foundations fundamentals. A guide for grantseekers.** 5th ed. The Foundation Center. New York : The Foundation Center, 1994

361.763

FOU

This book takes readers step-by-step through the grantseeking process and locates appropriate funding resources and strategies for their projects.

17. Edles, L. Peter. **Fundraising: hands-on tactics.** New York : Mc Graw-Hill, 1993.

361.76

EDL

This hands-on operations manual remedies the funding crisis by showing nonprofit professionals and volunteers how to design and run successful fundraising campaigns for their organizations.

18. Freeman, David F. **The handbook on private foundations** / David F. Freeman and the Council on foundations. Revised ed. New York : The Foundation Center, c1991.

R

361

FRE

This handbook is designed as a working manual for foundation board and staff, and for those thinking of starting a foundation. It covers day-to-day management and the broader dynamics of foundation work.

19. Stolper, Carolyn. **Successful fundraising for arts and cultural organizations** / by Carolyn Stolper and Karen Brooks Hopkins. Phoenix, Arizona: Oryx Press, 1984.

700

STO

Fundraising experts offer important insights into the best fundraising strategies for arts and cultural organizations of all sizes.

20. O'Connell, Brian. **America's voluntary spirit.** New York: The Foundation Center, 1983.

361.8

AME

O'Connell researched nearly 1,000 selections spanning over 300 years of writing to identify those which best define and characterize the role that philanthropy and voluntary activity play in our society.